



De Lage Landen

Energy Efficiency Finance

Clean Technology Business Unit

Brent Turner—Texas



financial solutions
partner

Who we are



**Global vendor
finance company**
focused on providing
financing solutions
tailored to the
products and
services offered by
our partners



What we do

VENDOR FINANCE

Integrated financing programs that enable energy efficiency solutions providers to provide financing to their commercial and public sector customers

DLL at a glance

DLL Group

- Wholly-owned subsidiary of the Rabobank Group
- Founded in 1969
- Headquarters in Eindhoven, NL
- Exclusive focus on development of strategic financing partnerships with market-leading equipment manufacturers, distributors, energy service companies, and contractors
- Worldwide network with operations in over 30 countries
- Total portfolio of ~\$35 billion
- 2017 recipient of the Digital Innovation award by *Leasing Life*
- 2016 recipient of the Vendor Finance Provider of the Year and Sustainability awards by *Leasing Life*

DLL USA

- Headquarters in Wayne, PA
- Ranked #1 US Vendor Finance Company for the ninth consecutive year by the *Monitor*

Rabobank Parentage

- Founded in 1898
- Headquarters in Utrecht, NL
- Balance sheet of ~ €600 billion



Smart
collaboration

See what counts.

dLL financial solutions
partner

Confidential

A key component of the process that enables energy efficiency projects to be pursued and implemented.

Vendor

- providing comprehensive financing programs and services that are integrated into our partners' go-to-market strategies

Specialization

- focusing on selected markets

Customization

- creating tailored program and product offerings within energy efficiency space



A smiling woman with long brown hair, wearing a light grey blazer over a white top, is shaking hands with a man in a dark suit. They are both smiling. In the background, a man with a beard and a woman are also smiling. The background is a blurred office setting with large windows.

What we do in Clean Technology

CLEAN TECHNOLOGY

DLL is a Clean
Technology financing
partner for a broad
spectrum of projects.



**1 year Pioneer in
energy efficiency
project financing**



Energy efficiency



Energy storage



EV charging stations



Combined heat & power



Solar



Waste management



Water



Other environmental
solutions



- Another arrow in the quiver when considering how to pay for energy efficiency projects



- Tailor financing structures to the project's economics, incentives, and broader objectives

CLEAN TECHNOLOGY: FINANCING OVERVIEW



Customer Profile

- Small privately held companies to large publicly-traded organizations
- Non-residential customers: Agricultural, Commercial, Construction, Data Centers, Education, Food & Beverage, Healthcare, Hospitality, Industrial, Manufacturing, Retail, and State & Local Governments

Term

- Typically up to 7 years
- Longer contract terms may be considered based on Customer's credit rating, project type, and cash flow
- Deferred or customized payment schedules to match end-user cash flow, project savings, and / or timing of incentives

Financed Amount

- \$25,000 - \$10,000,000
- 100% of total project cost, including cost of equipment, software, and approved soft costs, such as shipping, de-installation, installation, and completed services (e.g. design, engineering, permitting)

DLL HAS BEEN WORKING WITH ITS VENDOR PARTNERS TO FACILITATE THE SALE AND INSTALLATION OF EQUIPMENT, SYSTEMS, AND SERVICES FOR 50 YEARS.

	Commercial & Industrial	Public Sector Entities*
Available Financing Options		
Finance or Capital Lease (\$1 / Nominal Purchase Option)	✓	✓
Operating or Fair Market Value Lease	✓	✓
Rental Contract	✓	✓
Tax-exempt Municipal Lease Purchase (\$1 Purchase Option)		✓
Contract Term	12 - 84 months	24 - 84 months
	Payment schedules may be customized, including deferrals, to align with anticipated project savings, timing of rebates and incentives, and other customer objectives	
Amount Financed	\$5,000 - \$10,000,000	\$25,000 - \$10,000,000
	100% of project costs, inclusive of equipment and soft costs, such as installation, labor, equipment disposal or recycling, and freight	
	Progress payment and escrow structures available to avoid out-of-pocket cash outlays for milestone payments due upon order or during installation	
Equipment Types / Solutions	Lighting, HVAC, building controls and automation, CHP, EV charging stations, solar, and other energy conservation measures	
*Public sector entities include: State, City & County governments, public school districts, colleges & universities, municipal hospitals, and municipally-owned utilities.		

TAX-EXEMPT MUNICIPAL FINANCING

DLL's interest income is exempt from federal income taxes, and this cost reduction is passed on to the borrower in the form of a significantly lower rate than non-tax exempt financing.

Non-appropriation clause allows the debt to be classified as Short-Term, which typically precludes the need for voter approval.

Tax-exempt capital leases are a common and popular method of equipment financing for state and local governments.

CLEAN TECHNOLOGY FINANCING EXAMPLES

- County Board of Commissioners

- Tax-exempt capital lease (\$1 buyout)
- SCADA system upgrade to fleet of wastewater pumping stations
- \$650,000 project on 7 year term

- Federal Library System

- Tax-exempt capital lease (\$1 buyout)
- LED lighting retrofit for historical archive warehouse
- \$550,000 project on 5 year terms
- Annual savings of \$16,000



CLEAN TECHNOLOGY FINANCING EXAMPLES

- Large Hotel in Arizona

- Capital lease (\$1 buyout)
- HVAC upgrade
- \$1,400,000 project on 7 year term
- Annual savings of \$102,000



- Commercial Office Building in Dallas

- LED lighting retrofit and chiller system upgrade
- \$861,000 project on 6 year term
- Annual savings of \$187,000

Confidentiality

The information contained herein is confidential and for the sole use of the person(s) to whom it is delivered. It may not be reproduced in whole or part or disclosed to anyone else without the express permission of De Lage Landen Financial Services, Inc. (“De Lage Landen”). Such permission also must be obtained prior to discussing the contents hereof with any person or entity other than De Lage Landen. This information is provided for discussions purposes only and should not be construed as a commitment or approval to proceed on the basis of the terms outlined herein. Failure to return these materials immediately shall constitute your acceptance to the above confidentiality provisions and your agreement to their specific terms and conditions. All questions should be directed to De Lage Landen.

See what counts.

www.dllgroup.com

